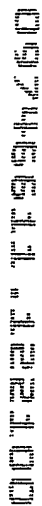
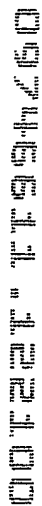


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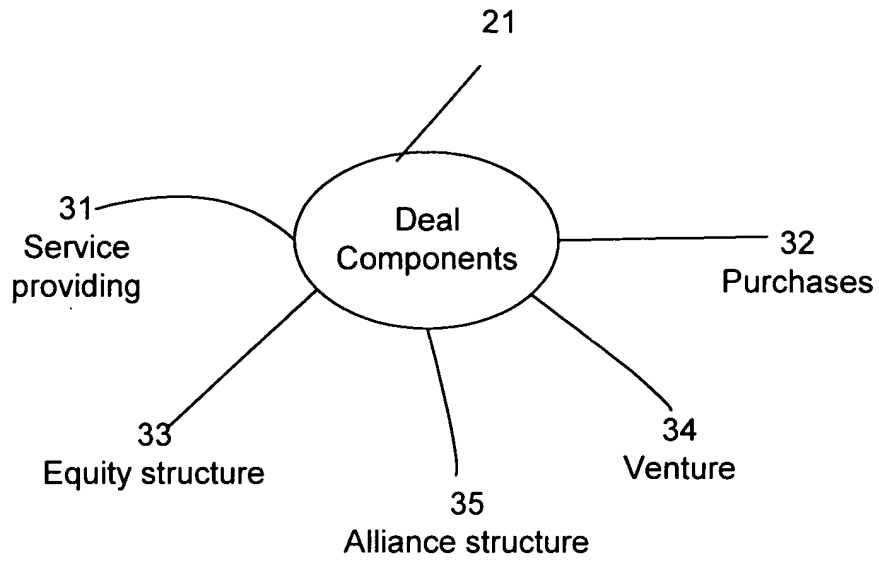


Fig. 3

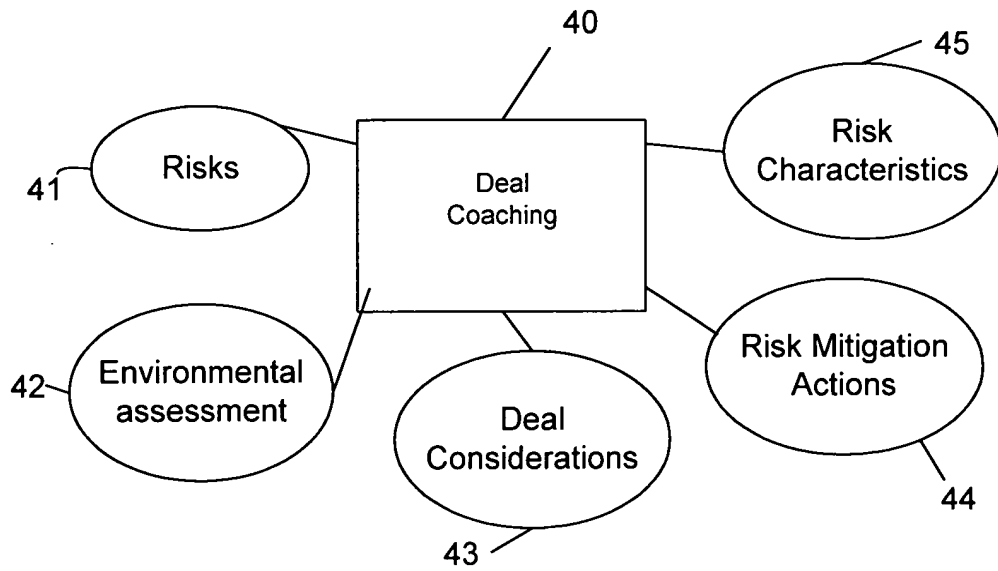


Fig. 4

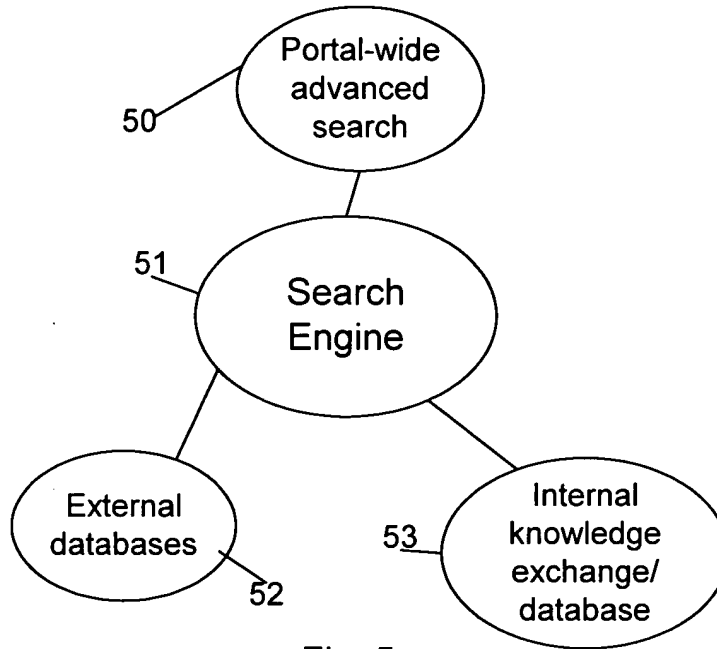


Fig. 5

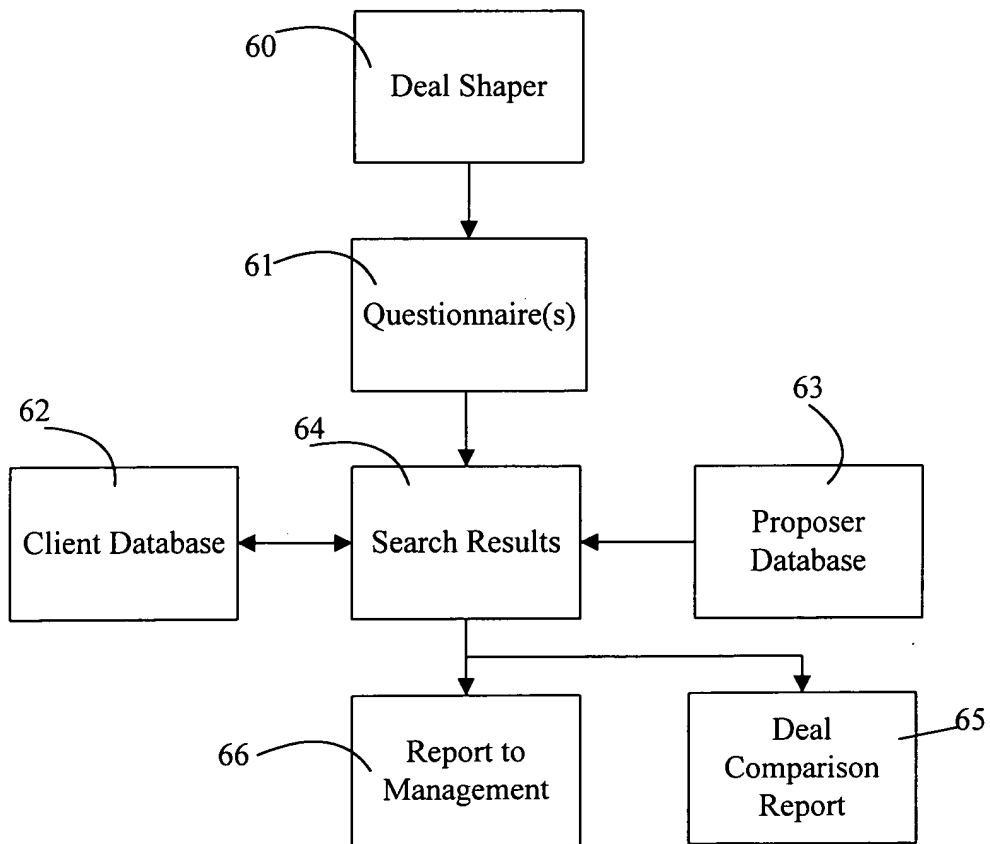
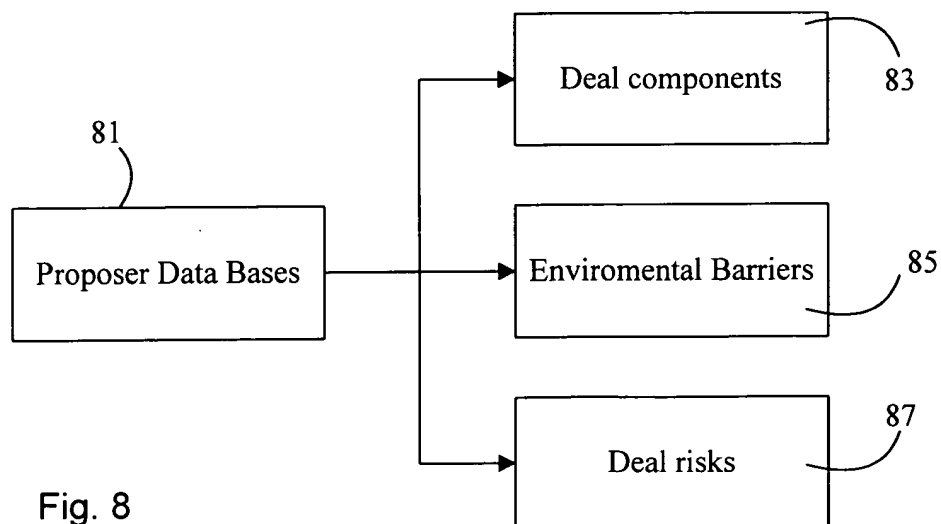
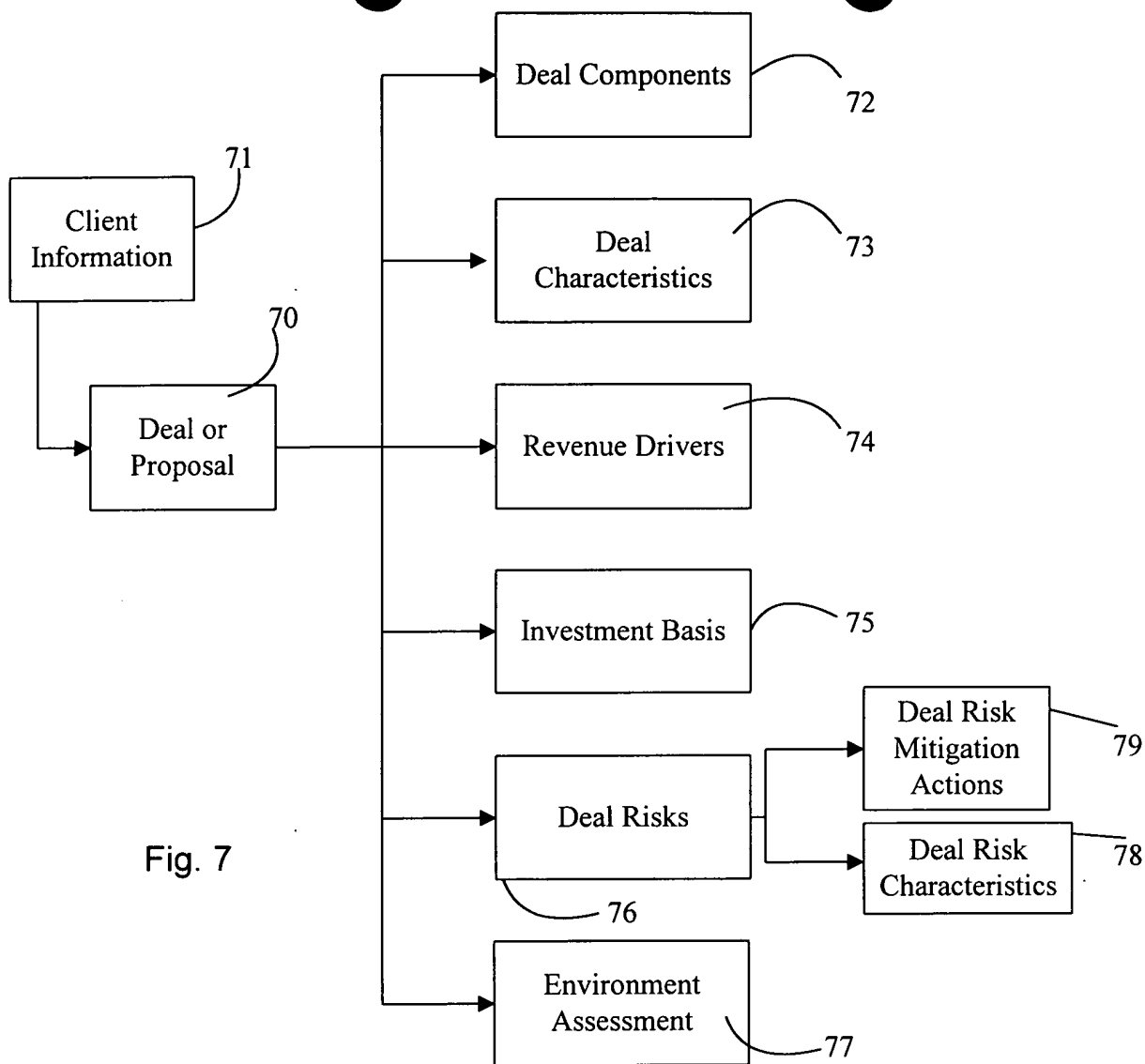


Fig. 6



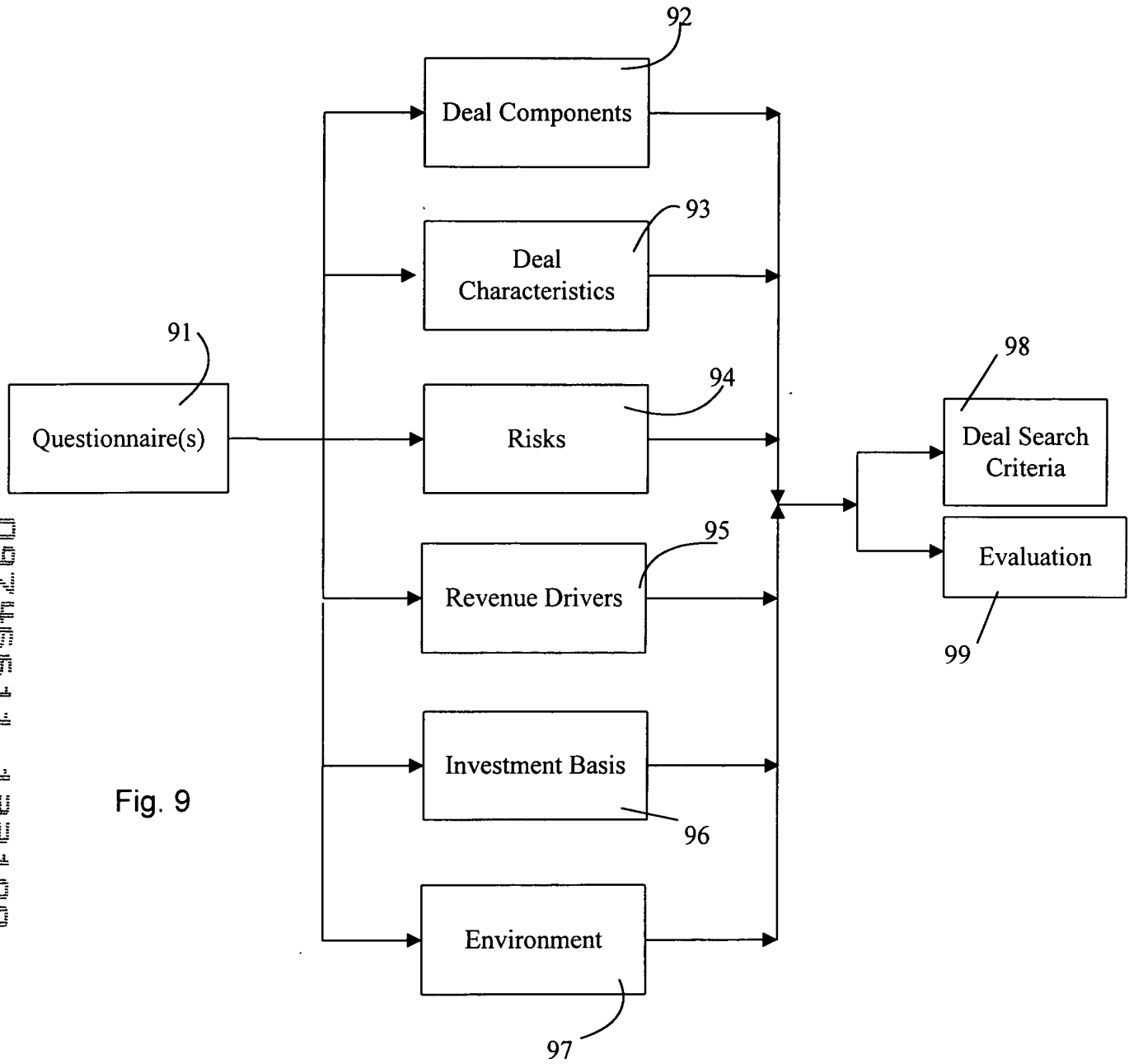


Fig. 9

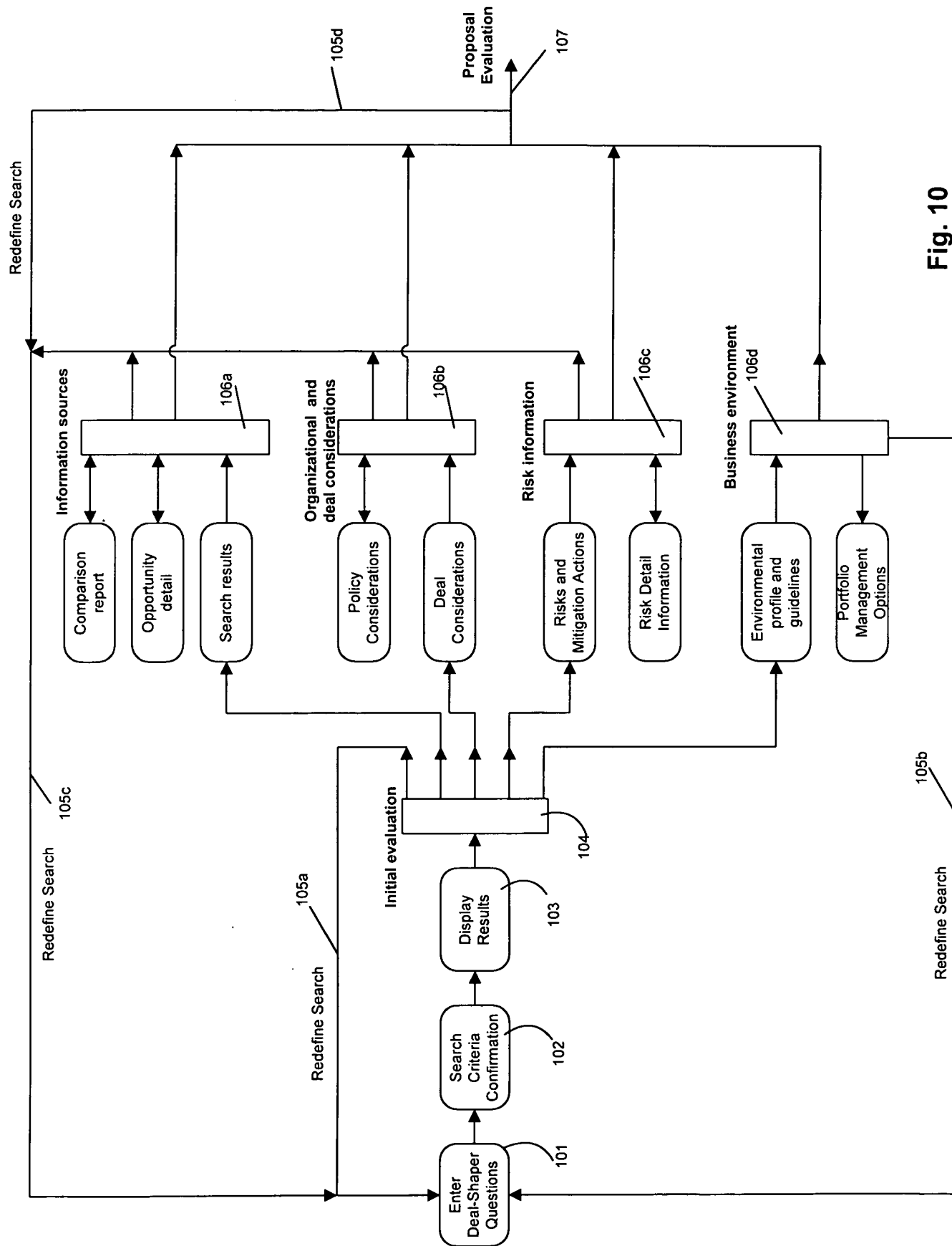


Fig. 10

Fig. 11

Fig. 11

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Deal Components





















Business Environment

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113

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Client	Client #1	Client #2	Client #3	Client #4
Opportunity for Evaluation	Opportunity #113	Opportunity #242	Opportunity #367	Opportunity #423
Alliance				
Business Deal				
Consulting				
Equity				
Venture				
Long-term customer/client relationship	5	4	3	4
Long-term executive relationship	5	2	3	1
Opportunities and backlog	5	4	2	1
Strategic importance	5	4	2	5
Competitive advantage	2	3	4	3
Client potential	5	2	4	3